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LOWER LENDING RATE OF 9.5 PCT FOR PROTON CARS, SAYS EON

SHAH ALAM, April 23 (Bernama) -- Edaran Otomobil Nasional Bhd (EON), which expects to get its one millionth customer next month, announced today that the interest rates on car loans given by its panel of finance companies will be reduced to 9.5 percent with immediate effect from 10 percent previously.

"This announcement would be good news for prospective Proton car buyers," said its managing director, Datuk Adzmi Abdul Wahab.

EON's panel of finance companies are EON Finance Bhd, Credit Corporation Malaysia Bhd and BSN Finance Bhd. EON is the sole distributor of the Proton Saga Iswara, Proton Wira Sedan and Proton Perdana in Malaysia.

"The reduction will apply to new orders and will make our car more affordable during the present hard times," he told reporters after the EON CEO media luncheon here.

When asked on the maximum vehicle loan limit for Proton cars costing RM40,000 and below, he replied that the level remained at 70 percent.

Finance companies were reported to be still waiting for Bank Negara Malaysia to issue guidelines on the proposed increase in the maximum ceiling to 85 percent as announced by Prime Minister Datuk Seri Dr Mahathir Mohamad recently.

On the popular no-frills Proton Iswara Aeroback 1.3 c.c, which is priced at RM29,683, Adzmi said EON has so far received more than 2,000 orders since the new price was announced on April 1.

EON is also studying the possibility of offering similar cuts for the Wira, he said.

The Proton Iswara Aeroback was previously sold at RM39,752.55 with full accessories while the new specification comes with only air-conditioner.

Today, he said the delivery time of the "affordable" Proton Iswara would be about six weeks after the order.

He said there would be no waiting period for the other variants.

Adzmi said EON also received overwhelming response for the second hand Proton cars sold by its subsidiary, EON Motoria Sdn Bhd, through several "Auto Fairs" held recently.

Adzmi said the company would organise more Motoria Auto Fair in other towns at the end of the month. The next destination for the fair after Ipoh would be Pulau Pinang, Alor Setar and Johor Bahru.

During the recent four-day fair in Ipoh, 61 secondhand Proton cars were sold. Similar fairs had been held in Subang Jaya and Ampang, Kuala Lumpur.

Adzmi explained that some cars offered at the fair were refurbished and given a one-year warranty while those not refurbished were not given warranty to keep prices low. -- BERNAMA

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